

## Message Text

UNCLASSIFIED

PAGE 01 BONN 04278 101404Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----102359Z 105892 /61

R 101357Z MAR 77  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6336  
USMISSION USBERLIN  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT  
AMCONSUL MUNICH  
AMCONSUL STUTTGART

UNCLAS BONN 04278

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - GRUMMAN DATA SYSTEMS,  
WOODBURY, NEW YORK

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

ROHDE & SCHWARZ HANDELS-GMBH  
ERNST-REUTER-PLATZ 10  
1000 BERLIN 10, GERMANY  
CONTACT: HERR GUIDO BITTNER, SALES MANAGER  
PHONE: 030-341 40 36  
COMMENT: FOR PRODUCTS OFFERED THERE SHOULD BE MARKET  
IN WEST BERLIN. COMPANY WOULD WELCOME DIRECT CONTACTS  
WITH US FIRM.  
ROHDE & SCHWARZ IS LEADING DISTRIBUTOR OF COMPUTER AND  
ELECTRONIC EQUIPMENT IN WEST BERLIN MARKET. HERR  
BITTNER IS WELL-KNOWN TO USMISSION AND CONSIDERED  
COMPETENT BUSINESSMAN.

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AUTOCOMP RECHENZENTRUM  
PETERSTR. 17  
5100 AACHEN  
CONTACT: HERR KLUTH OR HERR SCHNEIDER  
PHONE: 0241-502081  
COMMENT: FIRM ESTABLISHED 1969, EMPLOYS 60 WITH  
ANNUAL SALES OF DM 7,000,000; SOUND REPUTATION.

FIRM IS ABLE TO PROVIDE SALES AND SERVICE AND SEES  
MARKET CHANCE FOR GRUMMAN'S PRODUCTS.

SIGNALTECHNIK  
RHEINAU 5  
5400 KOBLENZ  
CONTACT: MR. VON GROTHUSS  
PHONE: 0261-35091

EDS VERTRIEBS-GMBH  
VERTRIEBSGESELLSCHAFT FUER EDV ZUBEHOER  
BODENSEESTRASSE 235  
8000 MUENCHEN 60  
CONTACT: HERR HOPFENSITZ, MANAGER  
PHONE: 089-870081  
COMMENT: THE FIRM WAS ESTABLISHED IN 1971, EMPLOYS  
20 PERSONS AND ADDITIONAL FIVE SALESMEN, SELLS  
PRODUCTS IN GERMANY, ALL EUROPEAN COUNTRIES AND IN  
THE NEAR EAST. FIRM AND MANAGEMENT ENJOY AN EXCELLENT  
REPUTATION. THE FIRM HAS GOOD CONNECTION TO MANU-  
FACTURERS OF COMPUTER PERIPHERALS AND BUSINESS SYSTEMS.  
FIRM IS CONSIDERED TO BE A SUITABLE BUSINESS PARTNER  
AND LIKES TO EXPAND ITS SALES PROGRAM. MR. HOPFENSITZ  
MADE SPECIAL VISIT TO CONSULATE GENERAL MUNICH TO  
EXPRESS HIS INTEREST IN THIS ADS. HE WANTS MORE  
DETAILED INFORMATION AND PRICE LIST.  
APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 10-Mar-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977BONN04278  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770083-0550  
**Format:** TEL  
**From:** BONN  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1977/newtext/t19770375/aaaacnqv.tel  
**Line Count:** 89  
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**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** adb8d1ba-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 02-Dec-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3154782  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - GRUMMAN DATA SYSTEMS, WOODBURY, NEW YORK THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY  
B  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
**vdkgvkey:** odbc://SAS/SAS.dbo.SAS\_Docs/adb8d1ba-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009